

Message Text

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PAGE 01 KABUL 03555 050500Z

21

ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00

/037 W

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R 050400Z JUN 75

FM AMEMBASSY KABUL

TO SECSTATE WASHDC 2853

INFO USDOC

AMEMBASSY PARIS

AMEMBASSY ROME

AMEMBASSY TEHRAN

LIMITED OFFICIAL USE KABUL 3555

E.O. 11652: N/A

TAGS: ETRN, BMEP, FR, AF

SUBJ: FRENCH WIN AFGHAN RAILWAY ENGINEERING PROJECT

1. ACCORDING KEN CHAMBERLAIN, CENTEC, ONE OF U.S. PROPOSERS, GOA HAS SELECTED SOFRERAIL, A FRENCH RAILROAD CONSULTING COMPANY ASSOCIATED WITH THE FRENCH NATIONAL RAILROAD, TO DO THE FEASIBILITY AND ENGINEERING DESIGN FOR THE IRANIAN-FINANCED AFGHAN RAIL SYSTEM. THIS CONTRACT IS ESTIMATED AT \$4 TO \$6 MILLION, LEADING TO THE DESIGN OF A CONSTRUCTION PROJECT ESTIMATED AT \$500 MILLION. TWO U.S. BIDDERS WERE INVOLVED - CENTEC AND IECO (A MORRISON-KNUDSEN DIVISION), AND WE ARE TOLD THAT THEY HAD STRONG SUBMISSIONS, BUT THAT FRENCH WERE CHEAPER (AMOUNT UNKNOWN) AND AFGHANS WANTED CHEAPEST BID TO SHOW TO IRANIAN GOVERNMENT.

2. BID PROCEDURES IN AFGHANISTAN ARE A SOMETIME THING, AND THIS SELECTION IS SUBJECT AT MINIMUM TO APPROVAL BY CABINET AND POSSIBLY BY IRANIANS AS WELL. EMBASSY WILL MAINTAIN CAREFUL WATCH FOR OPPORTUNITY TO RE-OPEN THIS COMPETITION, BUT MUST PRESUME AT THIS POINT THAT FRENCH HAVE CONTRACT. ACCORDING BOTH IECO AND CENTEC, SOFRERAIL

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IS CURRENTLY HEAVILY OVERCOMMITTED AND HAS HAD DIFFICULTY

DELIVERING GOODS ON RECENT PROJECTS IN WHICH THEY WERE
JOINT-VENTURE PARTNERS WITH ONE OR ANOTHER OF U.S.
PROPOSERS. IECO STATES, HOWEVER, THAT FRENCH ARE NOT
STRONG COMPETITORS FOR CONSTRUCTION CONTRACT AND THAT
IECO WILL CONTINUE TO COMPETE FOR THAT.

3. FOR MEP. PLEASE ADVISE G.S. SARKARIA, VICE-PRESIDENT,
IECO, SAN FRANCISCO OF THE ABOVE. MR. SIMONS, PRESIDENT
OF CENTEC, CURRENTLY IN KABUL.

4. FOR ROME. AMBASSADOR HENRY TASCA HAS EXPRESSED INTEREST
IN THIS BID (REFTEL A). PLEASE ADVISE HIM OF ABOVE.
ELIOT

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: RAILROADS, PROGRAMS (PROJECTS)
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Draft Date: 05 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
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Disposition Approved on Date:
Disposition Authority: KelleyW0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
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Margaret P. Grafeld
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06 JUL 2006

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